RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

May 19, 1998

RJR Account #533288
Mr. B. Corrigan
JONES McINTOSH, INC.

JULY: WINSTON $1.00 OFF 2-PACKS / TEAR TAPE PROMOTION #800750

Dear Bill:

WINSTON .50¢ OFF/PACK SPECIAL OFFER TEAR TAPE 'OFF-INVOICE' PRODUCT has been ordered (see quantities listed below), as well as **150** SKUs of preassembled Counter Displays (Item #542810) to pack the above promotion for your participating retail accounts. ***(Note: This is not 'pre-sleeved' product.)*** All additional pertinent promotional information is listed below:

#/ (6M) Cases Promoted Product	Brand Styles	UPC Code
5	*Winston Box*	12300-25379
10	*Winston Light Box*	12300-25380
5	*Winston Ultra Lt Box*	12300-25381

Product / Premium Arrival:	**June 29, 1998**
Ship Date to Retail:	**Week of: July 13, 1998**

Displays (Item #542810)

SKU CUBE:	**1.6113**
SKU WT (w/o Product):	**3.2200 lbs**
Retail Sales Offer per Sku:	**20 units**
Billing per Sku:	**4 Cartons**
EFT $ Amount:	**$5,302.35**

PARTNERS 'BONUS' REPORTING DESCRIPTION	WIN_JUL_$1/2_PKS

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Source: https://www.industrydocuments.ucsf.edu/docs/zsnn0000

Promotion Description:
Utilize 40-Pack Shipper Display. Place 2 packs into each sleeve (20 2-pack offers per Display) and ship to retail. Each Shipper Display should contain 20 2-Pack units:
1 Carton: *Winston Box*
2 Cartons: Winston Light Box
1 Carton: *Winston Ultra Lt Box*
SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST
Refer to enclosed 'Wholesaler Packing Instructions' for Display Load

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $14.00 per **promoted 6M** case for all displays packed and shipped to retail on a timely basis. This equates to **$280.00 (20 (6M) case(s) @ $14.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: S. Schwalm
L. E. MacWilliams
Encl: Retail Customer List
Wholesaler Packing Instructions
Winston Flyer

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WHOLESALER : 533288 JONES MCINTOSH TOBACCO CO. <DIRECT>
TEMPLATE : 800750 80700 WIN JUL $1/2-NO
TEMPLATE SEQ : 0916
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162202	162230	647727	A-PLUS MINI MARKET	7653 MORGAN RD.	LIVERPOOL	NY	13090	1		0362-0102		(315)652-7427
162202	162238	462765	CENTRAL SQUARE IGA	COUNTY RT 49	CENTRAL SQUARE	NY	13036	1				(315)668-2631
162202		632846	PET'S SERVICE	66 E GENESEE ST	AUBURN	NY	13021	1				(315)252-7224
162202	162237	171636	SWEETHEART MARKET	3909 BREWERTON RD	NORTH SYRACUSE	NY	13212	1				(315)458-4410
162202		172818	VECCHIO'S MARKET	406 N MAIN ST	NORTH SYRACUSE	NY	13212	1				(315)458-5316
162202	162230	718856	BALDWINSILLVE A-PLU	35 E GENESEE ST	BALDWINSVILLE	NY	13027	3		0362-0102		(315)635-6035
162202	162237	762308	GALEVILLE GROCERY	412 OLD LIVERPOOL	LIVERPOOL	NY	13088	1				(315)457-2020
162202	162237	655485	MS GILL A-PLUS	5136 TAFT & BUCKL	LIVERPOOL	NY	13088	1		0362-0102		(315)458-2996
162202	162230	491331	JOHN GLENN SERVICE	7435 OSWEGO RD	LIVERPOOL	NY	13090	1				(315)457-5132
162202	162232	762400	TRICOUNTY APLUS	2632 DOWNER ST	BALDWINSVILLE	NY	13027	3		0362-0102		(315)635-3556
162202	162232	785031	WEST SIDE GAS-N-GO	304 W GENESSE ST	AUBURN	NY	13021	1				(315)258-0927
162202	162232	632847	HESS #32275	193 GRANT AVE	AUBURN	NY	13021	1		0353-0100		(315)255-2935
162202	162237	328323	SUNSHINE MINI	500 OLD LIVERPOOL	LIVERPOOL	NY	13088	3				(315)453-6344
162202	162238	337722	VILLAGE STOP N SHOP	665 S MAIN ST	CENTRAL SQUARE	NY	13036	1				(315)676-2347
162202	162232	284661	NOBLES CONV MART	7802 MAPLE RD	BALDWINSVILLE	NY	13027	1			0976	(315)635-1223
162202	162238	350263	STRUPPLERS BIG M 72	909 W FIRST ST	FULTON	NY	13069	4				(315)592-4523
162202	162232	432036	104 STORE	13824 STATE ROUTE	RED CREEK	NY	13143	1				(315)754-8164
162202	162232	075877	NORTHSIDE FOOD & BE	233 NORTH ST	AUBURN	NY	13021	1				(315)252-1235
162202	162238	435553	GREAT NO MOBIL SERV	4031 STATE ROUTE	LIVERPOOL	NY	13090	1				(315)652-4537
162202	162230	464894	SUNSHINE MINIMART #	3000 BELGIUM RD	BALDWINSVILLE	NY	13027	1				(315)638-4090
162202	162237	088579	PLANK RD MINI MART	523 S MAIN ST	NORTH SYRACUSE	NY	13212	1				(315)458-5624
162202		269019	GEORGES GROCERY	1292 WATERLOO GEN	WATERLOO	NY	13165	1	NYS		7434	(315)539-4536
162202		500401	DOM'S GROCERY	30 ORCHARD STREET	AUBURN	NY	13021	1	NYS			
162204	162226	224394	JUNEBERRY MOBIL/F	RT 26 SOUTH	VESTAL	NY	13850	1	NYS			(607)754-9924
162205		478200	SABASTINO'S PIZZA	447 WESTCOTT ST	SYRACUSE	NY	13210	1				(315)478-5347
162205	162230	059528	DESIMONE'S SERVICE	680 S SALINA ST	SYRACUSE	NY	13202	1				(315)476-6903
162205		206074	LEMOYNE FOOD MARKET	666 AUDUBON PKY	SYRACUSE	NY	13224	1				(315)446-2064
162205		722158	M&M GROCERY	140 OAKWOOD AVE	SYRACUSE	NY	13202	1				(315)425-9447
162205		085107	BEST DAIRY	2342 COURT ST	SYRACUSE	NY	13208	1				(315)454-0910
162205		748812	S & A GROCERY	518 WOLF ST	SYRACUSE	NY	13208	1				(315)476-0644
162205		762499	LUDY'S GROCERY	106 OAK ST	SYRACUSE	NY	13203	1				(315)472-1119
162205	162237	172810	IKES SUPERETTE	210 PARK ST	SYRACUSE	NY	13203	1				(315)472-7672
162205	162237	500127	THE DEPOT	6497 E SENECA TPK	JAMESVILLE	NY	13078	2				(315)492-4741
162205	162237	535904	HAWLEY MARKET	824 HAWLEY AVE	SYRACUSE	NY	13203	1				(115)476-0735
162205	162231	569765	C &Y CONVENIENT	53 RIDGE RD	LANSING	NY	14882	1				(607)533-7840
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	13206	5				(315)463-0491
162205	162230	632833	WEEKS ATLANTIC	20 GENESEE ST	CAMILLUS	NY	13031	1				(315)672-8808
162205	162237	649134	A-PLUS #4389	2500 ERIE BLVD.	SYRACUSE	NY	13224	1		0362-0102	042416	(315)446-1921
162205	162230	656818	EXPRESSWAY MKT	3226 S. SALINA ST	SYRACUSE	NY	13205	1				(315)492-2574
162205	162237	660937	ROSE'S CORNER MKT	539 COURT ST	SYRACUSE	NY	13208	1				(315)475-0143
162205	162230	689192	OLYMPIC NEWS 2	441 S SALINA ST	SYRACUSE	NY	13202	1				(315)424-1336
162205	162237	696028	MAJOR GASLAND INC.	1825 TEALL AVE	SYRACUSE	NY	13206	1		0362-0102		(315)437-6096

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WHOLESALER : 533288 JONES MCINTOSH TOBACCO CO. <DIRECT>
TEMPLATE : 800750 80700 WIN JUL $1/2-NO
TEMPLATE SEQ : 0916
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162205	162237	696125	STAFFORD CONVENIENC	372 STAFFORD AVE	SYRACUSE	NY	13206	1				(315)433-0124
162205	162237	703571	KLEEN FOOD 2	500 CATHERINE ST	SYRACUSE	NY	13203	1				(315)474-4354
162205	162237	706005	FAMILY FOOD MARKET	814 BUTTERNUT ST	SYRACUSE	NY	13208	1				(315)474-0721
162205	162230	721872	NELSON'S NEWS	1 MONY PLZ	SYRACUSE	NY	13202	1				(315)478-5723
162205	162233	722156	DEB'S DISCOUNT	47 GENESEE ST	GREENE	NY	13778	1				(607)656-5404
162205	162237	731954	GOLDEN MKT 2, INC.	1701 COURT ST	SYRACUSE	NY	13208	2				(315)454-2013
162205	162237	732125	CFM #87001	356 N MIDLER AVE	SYRACUSE	NY	13206	1				(315)432-0152
162205	162237	739321	GOLDEN MARKET	1008 BUTTERNUT ST	SYRACUSE	NY	13208	5				(315)423-3773
162205	162237	744911	PAVIAS MARKET	854 N SALINA ST	SYRACUSE	NY	13208	1				(315)422-7961
162205	162230	750579	BILL BROTHERS MARKE	218 PORT WATSON S	CORTLAND	NY	13045	1				(315)753-9748
162205	162237	753152	K-1 CONVENIENT	2204 BURNET AVE	SYRACUSE	NY	13206	1				(315)434-8890
162205	162237	762093	CHASES SMOKE SHOP	2829 JAMES ST	SYRACUSE	NY	13206	2				(315)463-9334
162205		762633	MIDDLE EAST GROCERY	1919 SO STATE	SYRACUSE	NY	13205	1				(315)478-6253
162205	162237	778411	SMOKEYS TOBACCO&NEW	708 BUTTERNUT ST	SYRACUSE	NY	13208	1				(315)471-9660
162205	162230	779482	ABE'S SHOP RITE	100 GEDDES ST	SYRACUSE	NY	13204	1				(315)471-2266
162205	162237	790587	C+C MINI MART	1431 NO SALINA ST	SYRACUSE	NY	13208	1				(315)479-5080
162205	162230	375584	OLYMPIC NEWS	109 S WARREN ST	SYRACUSE	NY	13202	1				(315)474-9564
162205	162230	171329	LAFAYETTE IGA #810	2512 ROUTE 11 BX	LA FAYETTE	NY	13084	1				(315)677-3301
162205	162230	171656	DURSTONS	515 W GENESEE ST	SYRACUSE	NY	13204	3				(315)471-1823
162205	162237	022805	OGDEN MINI MART	6325 THOMPSON RD	SYRACUSE	NY	13206	1				(315)463-2905
162205	162237	043361	NORTHERN LTS. MOBIL	2801 BREWERTON RD	MATTYDALE	NY	13211	1				(315)455-1107
162205	162230	391370	NEIGHBORHOOD FOODS	139 N GEDDES ST	SYRACUSE	NY	13204	2				(315)474-7704
162205	162230	431998	POOLERS GROC & DELI	301 S LOWELL AVE	SYRACUSE	NY	13204	1				(315)476-3720
162205	162230	173012	ROCKYS NEWS	447 N SALINA ST	SYRACUSE	NY	13202	1				(315)422-1997
162205	162230	173166	BRILBECKS MARKET	620 ULSTER ST	SYRACUSE	NY	13204	1				(315)422-0606
162205	162230	042749	DIMARIA'S NEWS	325 GIFFORD ST	SYRACUSE	NY	13204	1				(315)476-1757
162205	162230	060876	OGDEN MINI MART	1883 STATE FAIR B	SYRACUSE	NY	13209	1				(315)638-7130
162205	162230	305318	COSTA'S MARKET	75 WEST STREET	HOMER	NY	13077	2	NYS			(607)749-4656
162206	162233	171389	SKIPS MARKET	116 N MAIN ST	SHERBURNE	NY	13460	1			8016	(607)674-9058
162206	162236	762505	COURT YARD MARKET	135 NORTH COURT S	WAMPSVILLE	NY	13163	1			C405	(315)363-4778
162206		817769	SQUARE DEAL CONV	1321 ONEIDA ST	UTICA	NY	13501	1				(315)732-2180
162206		733069	MICHAEL'S DELI	659 BLEECKER ST	UTICA	NY	13501	1				(315)797-6331
162206		748795	E SYR VILLAGE MART	307 W MANLIUS ST	EAST SYRACUSE	NY	13057	1				(315)343-9636
162206	162236	739433	CENTRAL DISTRIBUTIN	201 SCONONDOA ST	ONEIDA	NY	13421	1				(315)363-2080
162206	162235	760345	RJ'S MARKET	600 MOHAWK ST	UTICA	NY	13501	1				(315)733-7026
162206	162236	660680	J&K BEVERAGE	1 LENOX AVE	ONEIDA	NY	13421	1			8221	(315)363-9685
162206	162237	662855	A-PLUS #4212	3492 ERIE BLVD E	DEWITT	NY	13214	1		0362-0102		(315)446-6241
162206	162236	519349	FYLER RD CONVENIENC	991A FYLER RD	KIRKVILLE	NY	13082	1				(315)687-3400
162206	162234	712280	COOPERSTOWN NEWS	69 MAIN ST	COOPERSTOWN	NY	13326	1				(607)547-4477
162206	162236	762348	MILLERS MOBIL	125 E MANLIUS ST	EAST SYRACUSE	NY	13057	1				(315)463-0943
162206	162236	777258	A-PLUS MINI #4414	131 S JAMES ST	ROME	NY	13440	1		0362-0102	7110	(315)339-4881
162206	162235	725856	NARAYAN CONV., INC.	1148 FLOYD AVE	ROME	NY	13440	1				(315)336-6820
162206	162235	599498	JAMES ST MARKET	401 JAMES ST	UTICA	NY	13501	1				(315)733-8013

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WHOLESALER : 533288 JONES MCINTOSH TOBACCO CO. <DIRECT>
TEMPLATE : 800750 80700 WIN JUL S1/2-NO
TEMPLATE SEQ : 0916
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162206	162237	171685	TEMPLE DAIRY	312 FAYETTE ST	MANLIUS	NY	13104	1				(315)682-6367
162206	162235	400859	TOMA'S MOHAWK MINI	1160 MOHAWK ST	UTICA	NY	13501	1	NYS			(315)732-5670
162303		177362	MILLERS NEWS STORE	48 CHURCH ST	CANAJOHARIE	NY	13317	1			C-1055	(518)673-5915
162602	162630	679258	TUBBY'S DELIRAUNT	1097 LONG POND RD	ROCHESTER	NY	14626	1				(716)227-0120
162602	162621	763789	PERNA'S MOBIL	3785 CHILI AVE	CHURCHVILLE	NY	14428	1				(716)889-9306
162604	162620	358968	UNION HILL CTRY STO	1891 RIDGE RD	WEBSTER	NY	14580	1				(716)265-4443
162604		222511	ABIDS DELI	4141 W HENRIETTA	ROCHESTER	NY	14623	1				(716)334-5923
162605		284016	LAKESIDE GROCERY	3530 E LAKE ROAD	CANANDAIGUA	NY	14424	1				(716)394-5505
162605		745219	D&D'S ONE STOP	864 MAIN ST	LOCKE	NY	13092	1			3660	(315)497-1379
162605		763672	PENN YAN NEWS	7 MAIN ST	PENN YAN	NY	14527	1				
162605		785631	W BURLINGTON VIL ST	RT 51 AT 80	W BURLINGTON	NY	13482	1				(607)965-8563
162605		748816	CONSOLIE'S COUNTRY	5624 STATE ROUTE	ROMULUS	NY	14541	1			558	(607)869-5111
162605	162620	677756	SCHAEFER'S MARKET	7764 RIDGE RD	SODUS	NY	14551	1				(315)483-4509
162605		739405	AUSTIN PETRO, INC.	PO BOX 1031	MORAVIA	NY	13118	1			4513	(315)497-2238
162605		310840	QUICK & EASY STORE	ROUTE 96	OVID	NY	14521	1				(607)869-9430
162605	162624	527607	NICE N EASY #2401	703 S MAIN ST	NEWARK	NY	14513	1			6441	(315)331-5090
162605	162624	657233	VALVANO'S CLIFTON N	22 W MAIN STREET	CLIFTON SPRING	NY	14432	3			8055	(315)462-5297
162605	162624	750230	VALVANOS PALMYRA NE	212 E MAIN ST	PALMYRA	NY	14522	2				(315)597-8851
162605	162231	579857	NEWFIELD SUNNY'S	1253 W DANBY RD	NEWFIELD	NY	14867	1				(607)275-0129
162605	162624	654787	VICTOR CONVENIENCE	6373 VICTOR MANCH	VICTOR	NY	14564	3				(716)742-2150
162605	162624	418771	VALVANO'S CNTRL NEW	185 S MAIN ST	CANANDAIGUA	NY	14424	1			3102	(716)394-1176
162605	162624	268994	NORTHSIDE GROCERY	1202 N MAIN ST	NEWARK	NY	14513	2	NYS		5448	(315)331-7438

PAGE BREAK TOTAL ACCOUNTS 107 TOTAL QUANTITY 137

TEMPLATE TOTAL ACCOUNTS 107 TOTAL QUANTITY 137

WHOLESALER PACKING INSTRUCTIONS

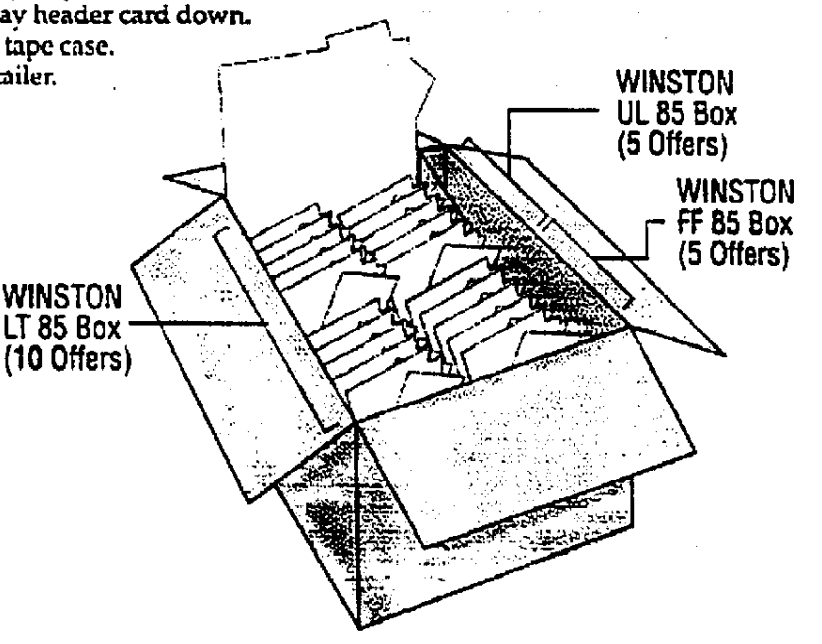
VALUE ADDED PROMOTION | **3RD QTR.'98**

July Winston $1 OFF 2 Packs

(Winston Buy 2 Packs Get $1 Off)

STEPS

1. Open WINSTON $1 OFF 2 PACKS shipping case. Inside will be 20 pre-assembled sleeves ready for loading. *(10 sleeves will be marked WINSTON LT 85 Box. 5 sleeves will be marked WINSTON UL 85 Box. 5 sleeves will be marked WINSTON FF 85 box.)* DO NOT REMOVE SLEEVES FROM KIT.
2. Place 2 Packs of the appropriate WINSTON style 50¢ off tear tape product into each style specific sleeve.
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: # 542810

MSA Promotion Reporting Description: WIN_JUL_$1/2_PKS

Brand Style	Box	LT Box	ULT LT Box			
Number of Cartons	1	2	1			

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PTD IN USA

$1.00 off with 2-pack purchase.

- Here's a summer promotion to heat up your sales.
- Proven traffic builder – smokers save a buck with 2-pack purchase.
- Eye-catching packaging highlights full flavor, lights and ultra-light styles.
- Fully integrated support materials include counter display and paster.

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